

Message Text

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PAGE 01 PARIS 27037 161703Z

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ACTION EB-07

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FM AMEMBASSY PARIS

TO SECSTATE WASHDC PRIORITY 5017

AMEMBASSY JIDDA PRIORITY

LIMITED OFFICIAL USE PARIS 27037

E.O. 11652: N/A

TAGS: BENC, SA, FR

SUBJECT: MAJOR PROJECT: PEST CONTROL IN SAUDI ARABIA -
POTENTIAL DISCRIMINATION AGAINST US COMPANY

1. COMMERCIAL ATTACHE WAS VISITED BY WILLIAM G. SPITZ, PRESIDENT OF BIG STATE PEST CONTROL COMPANY OF HOUSTON, TEXAS, TO DISCUSS PROBLEMS RELATIVE TO BIDDING ON SAUDI PROJECT. BIG STATE AND FRENCH GOVERNMENT ENTITY, AGENCE FRANCAISE DE TRAITEMENT AERIEN (AFTA), PLAN TO BID AS CONSORTIUM ON ESTIMATED \$50 MILLION PROJECT FOR CONTROL OF FLIES, MOSQUITOES, RODENTS, STRAY DOGS ON 54,000 HECTARES IN 20 SAUDI TOWNS. BID DATE IS OCTOBER 10.

2. MR. SPITZ EXPRESSED FEAR THAT HIS CONSORTIUM MAY BE DISCRIMINATED AGAINST AND LOSE CONTRACT BECAUSE HE IS OF JEWISH FAITH, THOUGH TO THE BEST OF HIS KNOWLEDGE HIS COMPANY, BIG STATE, IS NOT ON ARAB BOYCOTT LIST. HE POSED FOLLOWING QUESTIONS:

A) IF HE APPLIED FOR VISA TO SAUDI ARABIA, WOULD HE BE REQUIRED ON APPLICATION FORM TO INDICATE HIS RELIGION ? IF YES, WOULD HE BE DENIED VISA IF HE STATED THAT HE WAS OF JEWISH RELIGION ?

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PAGE 02 PARIS 27037 161703Z

B) SINCE HIS COMPETITORS KNOW THAT BIG STATE

IS OWNED BY MEMBER OF JEWISH FAITH, COULD OR
SHOULD HE CONCEAL BIG STATE'S PARTICIPATION
FROM SAUDIS BY STATING THAT AFTA WOULD BE
WORKING IN CONJUNCTION WITH "EXPERTS FROM U.S.
NATIONAL PEST CONTROL ASSOCIATION" ?

3. IN VIEW OF IMPORTANCE OF THIS CONTRACT, COMMERCIAL
ATTACHE AGREED TO QUERY ADDRESSEES ON HOW MR. SPITZ
SHOULD PROCEED. URGE KNOWLEDGEABLE DEPARTMENT OFFICIAL
CONTACT SPITZ BY PHONE MONDAY SEPT 20 ON HOUSTON
PHONE 713-675-3451 TO PROVIDE SUITABLE ADVICE.
IF JIDDA HAS ADVICE TO CONVEY SUGGEST CABLE SPITZ
AT BIG STATE PEST CONTROL, 1200 SHOTWELL, HOUSTON,
TEXAS 77020.
RUSH

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